



TRANSIT FLEETS

PAY LESS FOR NATURAL GAS

Natural Gas Purchasing Workshop
November 3, 2003
Indianapolis, Indiana

Sponsored by the U.S. Department of Energy's Natural Gas Vehicle Technology Forum and the American Public Transportation Association

Learn About...

- The current status of natural gas supply
- How to take advantage of a dynamic energy market
- Your fuel supply options
- Utility ratemaking and contract negotiations
- Transit fleets that have negotiated good deals

Preliminary Agenda

Part I 1:40–3:20 PM

Introduction & Workshop Overview

Natural Gas Supply Update, How Natural Gas Supply Affects the Vehicle Market

Understanding the Dynamic Energy Market

- How buying natural gas is different than buying diesel and gasoline
- Pitfalls of purchasing natural gas the “old fashioned way”
- Utility regulation/deregulation: How it affects your ability to negotiate
- Fuel supply options: You probably have more choices than you think

Utility Ratemaking Basics and Creative Contract Negotiations

- Special rates for mass transit applications
- What to do if negotiations fail with your local utility

Part II 3:35–5:30 PM

Stable Fuel Pricing for Transit Agencies

- Asking the right questions without having to be an energy expert
- Finding a good provider: Teaming up with a partner that understands NGVs
- How to approach your local utility about structuring a new and special deal
- Simple and advanced strategies involving energy marketers, gas futures, and more

Case Study—Learn from a Transit Agency that Has Negotiated a Good Deal

- How much can I expect to save?
- When is the best time to strike a deal: Summer, winter, anytime?

Open Discussion and wrap-up

- Where to learn more
- How to get technical assistance

Fees, Registration & More Information

The Natural Gas Purchasing Workshop is part of the APTA 2003 Bus Equipment and Maintenance/Procurement & Materials Management Workshop, taking place November 2-5. People who wish to attend only the Natural Gas Purchasing Workshop on November 3 may pay a 1-day fee of \$125. For more information, including fees for attending the entire APTA meeting, visit APTA's Web site www.apta.com/conferences_calendar/busequip/index.cfm.